



Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



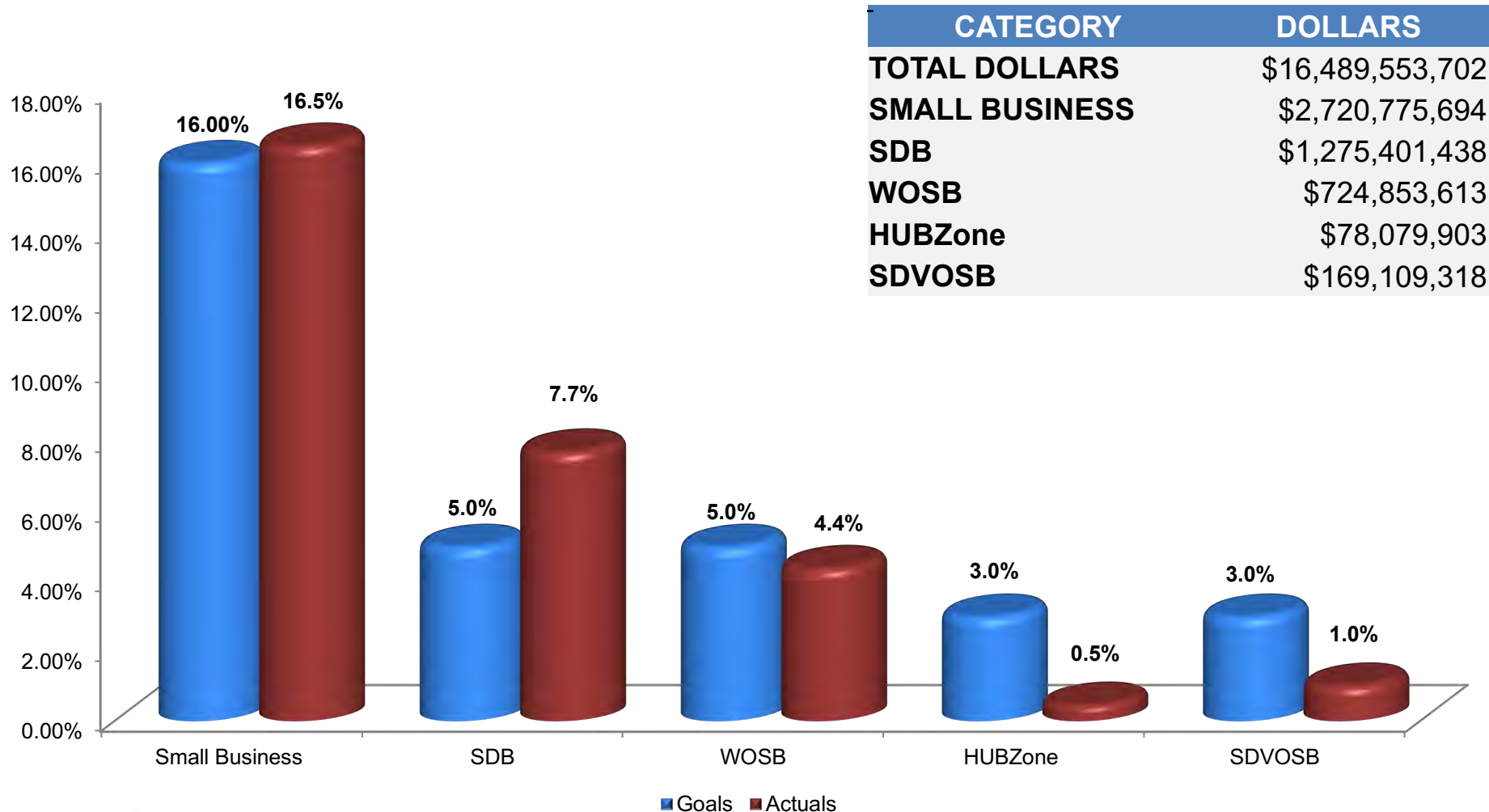
# Doing Business with NASA

*The Midwest Aerospace Small Business Industry Day: The Future Is Now*

**Glenn A. Delgado**  
**Associate Administrator**

# NASA Agency FY2017 Prime Goals vs. Actual Percentages

Data generated February 20, 2018 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$16,489,553,702
SMALL BUSINESS	\$2,720,775,694
SDB	\$1,275,401,438
WOSB	\$724,853,613
HUBZone	\$78,079,903
SDVOSB	\$169,109,318

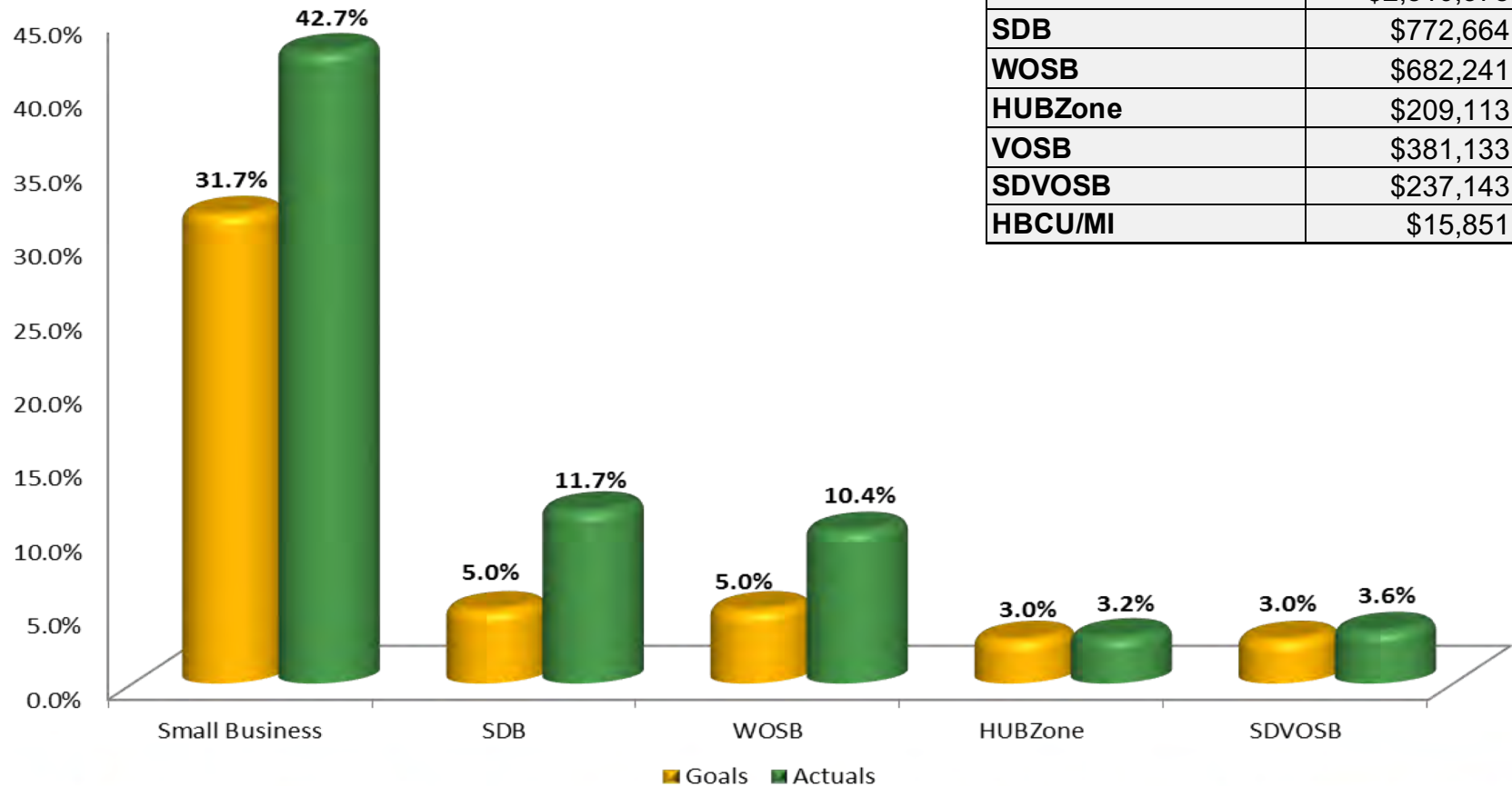


# NASA FY17 Subcontracting Goals vs. Actual Percentages

## End-Year

Data pulled February 12, 2018 from eSRS

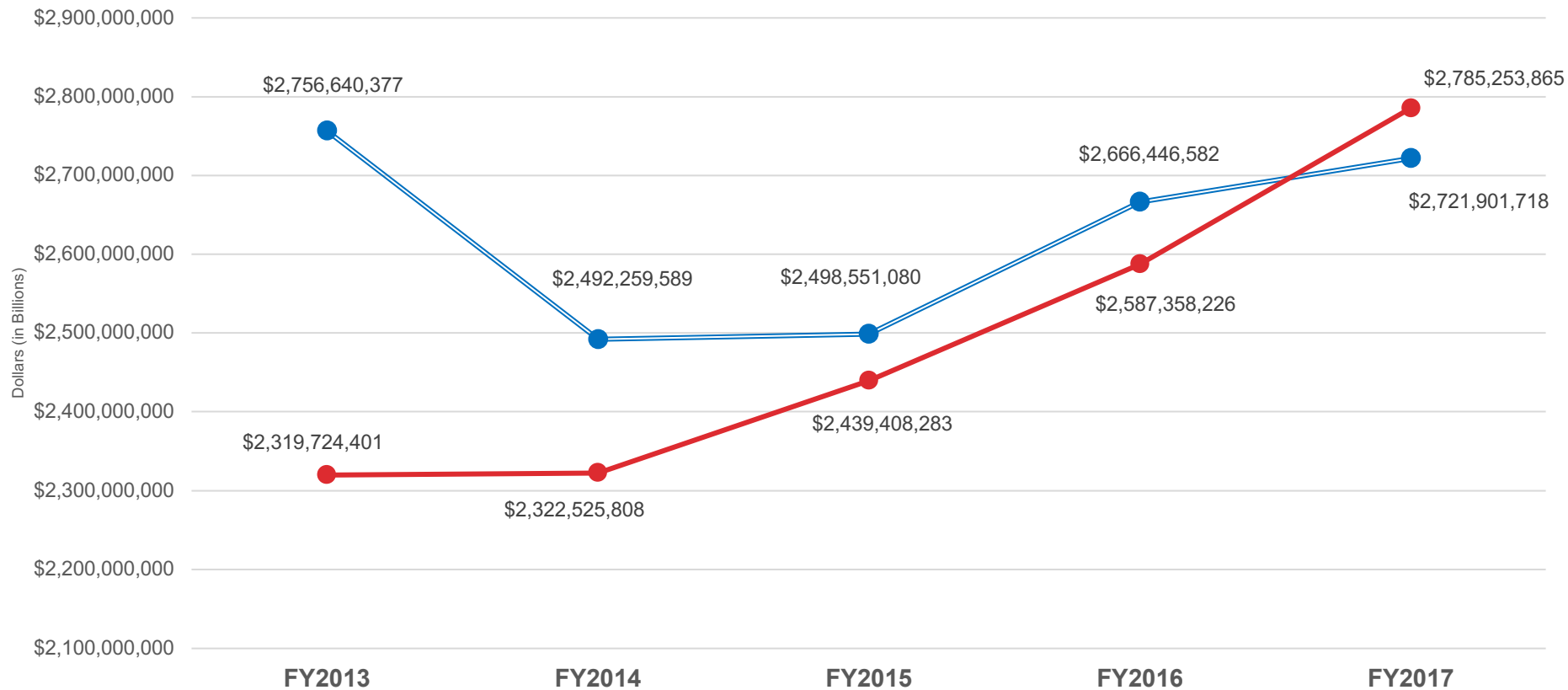
CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325



# FY2013-FY2017 Trend

## Small Business Prime and Subcontracting Dollars


Data generated November 3, 2017 from FPDS-NG



	FY2013	FY2014	FY2015	FY2016	FY2017
Prime	\$2,756,640,377	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,721,901,718
Subcontracting	\$2,319,724,401	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,785,253,865
Total SB	\$5,076,364,778	\$4,814,785,397	\$4,937,959,363	\$5,253,804,808	\$5,507,155,583

# SBA Scorecard Grades

Fiscal Year SBA Grade		SBA Score
FY17	A	105.68%
FY16	B	91.72%
FY15	B	90.90%
FY14	C	87.17%





# FY17 SBA Scorecard Grade

## National Aeronautics and Space Administration FY2017 Small Business Procurement Scorecard

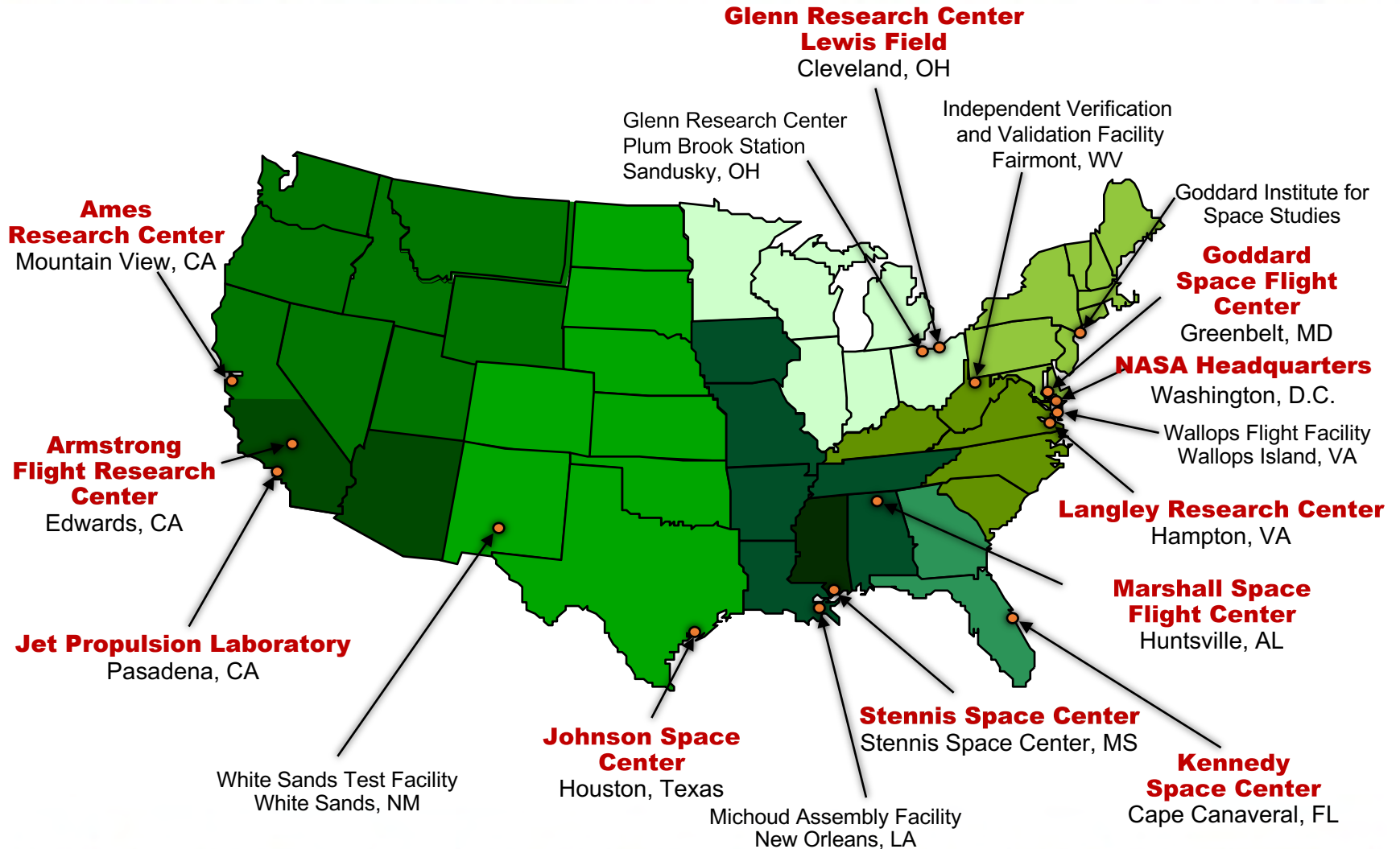
**A**  
105.68%

FPDS-NG Prime Contracting Data as of Feb. 20, 2018  
eSRS Subcontracting Data as of Mar. 14, 2018

Prime Contracting Achievement:			47.45%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	16.67%	16.00%	17.02% (\$2.8 B)
Women Owned Small Business	4.05%	5.00%	4.85% (\$800.1 M)
Small Disadvantaged Business	8.17%	5.00%	8.17% (\$1.3 B)
Service Disabled Veteran Owned Small Business	0.86%	3.00%	1.03% (\$169.1 M)
HUBZone	0.52%	3.00%	0.48% (\$79.4 M)

Subcontracting Achievement:			28.70%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	39.20%	31.70%	42.70%
Women Owned Small Business	10.70%	5.00%	10.40%
Small Disadvantaged Business	12.50%	5.00%	11.70%
Service Disabled Veteran Owned Small Business	2.90%	3.00%	3.60%
HUBZone	2.70%	3.00%	3.20%

# NASA at-a Glance



# Top NAICS Codes at NASA Centers

Research  
Centers

Ames Research Center	Armstrong Flight Research Center	Glenn Research Center	Langley Research Center
541710/541712	541710/541712	541712	541712
561210	488190	561210	561210
541512	541513	541519	541513
541519	561210	236220	541611
541330	336413	221122	541519

Science  
Center

Goddard Space Flight Center & Headquarters
336414
541712/541710
541330
517919
334511

Space  
Centers

Johnson Space Center	Kennedy Space Center	Marshall Space Flight Center	Stennis Space Center
541712/541710	336414	336414	561210
481212	541330	541710/541712	236210
336414	561210	336415	541712
541712	541712	541330	541512
927110	517110	517110	325120

Federally Funded  
R&D Center

Jet Propulsion Laboratory
236220
332710
517410
541380
541511



# NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	<a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a>
	Armstrong Flight Research Center	Robert Medina	661-276-3343	<a href="mailto:Afrc-small-business-office@mail.nasa.gov">Afrc-small-business-office@mail.nasa.gov</a>
	Glenn Research Center	Eunice Adams-Sipp	216-433-6644	<a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a>
	Langley Research Center	Robert Betts	757-864-5717	<a href="mailto:Robert.betts@nasa.gov">Robert.betts@nasa.gov</a>
	NASA Shared Services Center	Troy Miller	228-813-6558	<a href="mailto:Nssc-smallbusiness@mail.nasa.gov">Nssc-smallbusiness@mail.nasa.gov</a>
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	<a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a>
	Kennedy Space Center	Joyce McDowell	321-867-3437	<a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a>
	Marshall Space Flight Center	David E. Brock	256-544-0267	<a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a>
	Stennis Space Center	Kay S. Doane	228-688-1720	<a href="mailto:Ssc-smaallbusiness@mail.nasa.gov">Ssc-smaallbusiness@mail.nasa.gov</a>
SCIENCE CENTER	Goddard Space Flight Center	Elizabeth Haase	301-286-3443	<a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a>
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Felicia Bell	818-393-8054	<a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a>

# Active Contract Listings (ACL)

- Recurring Buys
- OSBP consolidated like items from all Centers onto a single sheet for use at outreach events and now available on OSBP Mobile App:
  - Accounting, Financial & Business Services
  - Administrative Services
  - Engineering Services
  - Environmental Remediation
  - Facilities
  - Information Technology
  - Multiple Award Construction
  - Occupational Health
  - Office Supplies
  - Protective Services

# Active Contract Listings (ACL)

## NASA ADMINISTRATIVE SERVICES CONTRACTS

CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	561110	Center Administrative & Technical Support Services (CATSS 2)	Logical Innovations, Inc. <b>NND16AA03B</b>	8(a) Competitive	\$34 M	11/30/2020
AFRC	541690	Safety and Environmental Onsite Support Services	MECX, Inc. <b>NND16SH03C</b>	SDVOSB Set-Aside	\$14 M	6/30/2021
ARC	561110	Ames Professional Administrative Support Services (APASS)	Miracorp, Inc. <b>NNA15538623R</b>	SDVOSB Set-Aside	\$21 M	10/17/2020 Last Date to Order
GSFC	561110	Goddard Logistics and Technical Information Support Services II (GLTI II)	TRAX International Corporation <b>NNG17AZ11C</b>	Full and Open	\$294 M	7/31/2022
HQ	561110	NASA Research and Education Support Services (NRESS)	Arctic Slope Technical Services, Inc. <b>NNH16CO92B</b>	8(a) Competitive	\$130 M	1/31/2021 Last Date to Order
LARC	541611	Langley Administrative, Media, and Professional Services 2 (LAMPS 2)	Alutiiq Fusion JV <b>80LARC18C0002</b>	8(a) Competitive	\$91 M	5/31/2019 Last Date to Order
MSFC	561110	Center-wide Administrative Support Services	Hanks, Hanks & Associates, LLC <b>NNM16AA10C</b>	8(a) Competitive	\$26.9 M	6/30/2021 Last Date to Order
NSSC	561110	Next Generation Service Provider	CSRA, LLC <b>NNX16MA01B</b>	Full and Open	\$480 M	9/30/2023
SSC	561110	Administrative/Clerical Services	Navar Inc. LLC <b>NNS14AA63C</b>	8(a) Competitive	\$3.6 M	5/31/2019

## REQUEST FOR PROPOSALS (RFPs)

CENTER	NAICS	CONTRACT NAME	RFP STATUS	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
GSFC	519120	Goddard Information Collaboration (GIC2), Information Science and Library Services (ISLS)	RFP closed on 4/19/2018 <b>80GSFC17R0019</b>	SB Set-Aside	TBD	TBD
NSSC	561110	Acquisition Support Services	RFP closed on 3/27/2018 <b>80NSSC18R0025</b>	8(a) Competitive	TBD	TBD



# Active Contract Listings (ACL)

NASA IT CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541513	Research Facilities & Engineering Support Services (RF&ESS)	Inuteq, LLC <b>NND14AA72C</b>	SB Set-Aside	\$78.2 M	10/31/2019
GRC	541519	Professional Administrative Computational & Engineering Services PACE IV	Peerless Technologies, Inc. <b>NNC14BA04B</b>	SB Set-Aside	\$114.3 M	5/31/2020 Last Date to Order
GRC	541519	NASA Safety Center Technical Support 2 (NSCTSS2)	Banner Quality Management, Inc. <b>NNC16ZNA009R</b>	WOSB Set-Aside	\$27.4 M	1/31/2022 Last Date to Order
HQ	541512	Headquarters IT Services (HITS)	Digital Management Incorporated <b>NNH12CF39C</b>	8(a) Competitive	\$178.1 M	3/31/2019 Last Date to Order
KSC	541511	Information Technology Support Services (ITSS 2)	New Directions Technologies, Inc. (NDTI) <b>NNK17OK01Z</b>	SDVOSB Set-Aside under GSA Schedule 70	\$40 M	9/30/2021 Last Date to Order
KSC	541512	Kennedy Infrastructure, Applications and Communications Support Services (KIAC)	ASRC Federal Data Solution, LLC <b>80KSC017C0011</b>	8(a) Competitive	\$88.5 M	9/30/2022 Last Date to Order
LARC	541512	Langley Information Technology Enhanced Services II (LITES II)	SAIC <b>NNL15AA03B</b>	Full & Open	\$200 M	10/31/2020 Last Date to Order
SSC	541512	ITS	SaiTech, Inc. <b>NNS16AA25T GS35F0491L</b>	SB Set-Aside under GSA Schedule 70	\$43.2 M	4/30/2021
Agency-wide (NSSC)	541512	Enterprise Applications Services Technologies 2 (EAST 2)	SAIC <b>NNX16MB01C</b>	Full & Open	\$388.4 M	6/30/2024
Agency-wide (NSSC)	541512	NASA Integrated Communications Services (NICS)	SAIC <b>NNM11AA04C</b>	Full & Open	\$1.4 B	5/31/2021 Last Date to Order

# Active Contract Listings (ACL)

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC <b>NND13AD53C</b>	8(a) Competitive	\$33.6 M	5/31/2019 Last Date to Order
ARC	561210	Aerospace Testing & Facilities O&M (ATOM-4)	Jacobs Technology <b>NNA16BD26C</b>	Full & Open	\$269.5 M	02/01/2021
ARC	561210	Ames Facilities Maintenance Support Services (AFSS)	Jacobs Technology <b>NNA15BB23C</b>	Full & Open	\$228 M	7/31/2025
ARC	561210	Logistics Management Services (LMS)	Lockwood Hills, LLC <b>80ARC017C0001</b>	SB Set-Aside	\$31.5 M	8/15/2022
GRC	561210	Facilities Operations Repair and Maintenance (FORM)	Wolf Creek Federal Services <b>NNC14BA11B</b>	SB Set-Aside	\$73.7 M	9/30/2019 Last Date to Order
GRC	561210	Central Process Recertification, Operations and Maintenance Contract (CROM)	Mainthia Technologies, Inc. <b>NNC16CA12C</b>	SB Set-Aside	\$64.2 M	11/30/2020 Last Date to Order
GRC	561210	Technical Info, Admin, Logistics Svcs II (TIALS 2)	Alcyon Technical Services (ATS) JV, LLC <b>NNC15CA30C</b>	SB Set-Aside	\$175.6 M	9/30/2022
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	HX5 Sierra, LLC <b>NNC15BA02B</b>	SB Set-Aside	\$379.9 M	5/31/2025
GSFC	561210	Range Maintenance at the Poker Flat Research Range	University of Alaska <b>NNG12WA28C</b>	Sole Source	\$17.1 M	01/01/2019
GSFC	561210	Bridge Contract for Facilities Operations and Maintenance Services	Chugach Federal Solutions <b>80GSFC18R0020</b>	Sole Source	\$14.1 M	5/14/2018
GSFC	561210	Facilities Operations and Maintenance Services (FOMS) III	Akima Support Operations, LLC <b>NNG16572637R</b>	8(a) Competitive	TBD	TBD
JSC	561730	Grounds Maintenance and Pest-Control Services (GMAPS)	Prodyn, LLC <b>NNJ14JM01C</b>	Full & Open	\$6.2M	5/31/2019
MSFC	561210	Facilities Operations and Maintenance Support Services (FOMSS)	URS Federal Services Inc. <b>80MSFC17C0007</b>	Full & Open	\$439.3 M	12/30/2025
SSC & MAF	561210	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	Syncom Space Services (S3), LLC <b>NNS15AA01C</b>	Full & Open	\$1.3 B	6/30/2025 Last Date to Order

# Federal Agencies with Mentor-Protégé Programs

- 11 Federal Agencies that currently had Mentor- Protégé Programs only three (3) were approved with Mentor-Protégé Programs to February 20, 2023:
  - NASA
  - DHS
  - DOE
- DoD and FAA operate programs that do not fall under the Small Business Act; therefore it did not require a waiver from the SBA



# NASA OSBP Mobile App

- Available on iOS on iPhone and iPad, as well as Android Tablets
- Search “NASA OSBP Mobile” in the Apple App Store or Google Play Store



NASA OSBP Mobile 4+  
NASA >

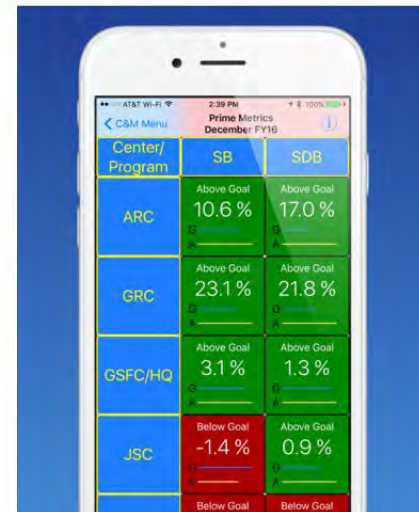
+ OPEN

Details

Reviews

Related

iPhone



# Small Business Learning Series: Webinar

- ❖ OSBP will host at least two (2) :60 minute webinars a month featuring NASA personnel
- ❖ A live web-based event that connects host to an audience



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# Small Business Learning Series: Webinar Schedule

Event Date	Topic	Guest
May 1, 2018	Utilizing the Capabilities of Tribal Colleges and Universities	Torry Johnson
May 3, 2018	Women-Owned Small Business (WOSB) Success Stories at NASA	Laurie Artis
May 15, 2018	Success Stories of the SBIR/STTR Program	Dr. Joseph Grant
May 18, 2018	Leveraging HBCU/MI Presence at the Agency through the NASA Vendor Database Utilizing Effective Capability Statements	Truphelia M. Parker
Jun 28, 2018	Small Business Lending: Harnessing Available Opportunities or Financing Options for Small Businesses	Jackie Robinson- Burnette
June 2018	NASA Procurement Update: What Small Businesses Need to Know	Monica Manning
June 2018	The NASA Science Mission Directorate: What Small Business & Minority Institutions Need to know When Responding to Solicitations	Ellen Gertsen & Michael New
June 2018	Small Business Policy Update: Ask Our Counsel Anything or Small Business Policy Regulations on the Horizon You Should Know About	D. Eve Lyon
July 2018	Utilizing a Center Small Business Technical Advisor	Charles T. Williams
July 2018	Utilizing Federal Government Mentor-Protégé Programs: The Small Business Administrations All Small Mentor-Protégé Program & the NASA Mentor Protégé Program OR The Small Business Administrations All Small Mentor-Protégé Program & the NASA Mentor Protégé Program: Demystifying the Myths	Holly I. Schick
RESCHEDULED	NASA's New Invoice Processing Platform	Robert Medina

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# Category Management

- Government wide initiative to reduce duplication of contracts across the government which encourages “best in class” contracts.
  - 10 Categories being Reviewed
    - Human Capital
    - Facilities and Construction
    - Information Technology
    - Professional Services
    - Office Management
    - Transportation & Logistics
    - Medical
    - Industrial Products & Services
    - Travel
    - Security & Protection

# Do Your Homework!

- Respond to Sources Sought Synopses / Request for Information
- Start with Small Business Specialist (SBS)
  - Build relationships 18 to 24 months in advance
  - Be persistent but not a Stalker
- Use agency resources
  - Acquisition Forecast
  - Databases
  - Outreach Events
- Use Trade associations

# Utilize Other Resources

- Small Business Administration
  - <https://www.sba.gov>
- Small Business Development Center
  - <https://www.sba.gov/tools/local-assistance/sbdc>
- Procurement Technical Assistance Centers (PTACs)
  - <https://www.sba.gov/tools/local-assistance/ptac>



# Social Media



- Twitter – @NASA\_OSBP
  - 11.8K Followers



- Facebook – @NASASmallBusiness
  - 274,803 Followers (Likes)



- Blogger (Glenn Delgado's Blog)
  - 921 Page Views in the Last Month
  - 78,961 All Time Pageviews

# Contact OSBP

NASA Office of Small Business Programs

Tel: (202) 358-2088

E-mail: [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)

Web site: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)

NASA Vendor Database:

<https://vendors.nvdb.nasa.gov>